

Message Text

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PAGE 01 STATE 097809

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INFO USMISSION NATO

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E.O. 11652; NA

TAGS: BEXP, NATO, NO

SUBJECT: PRODUCT OPPORTUNITY - FORACS ELECTRONICS EQUIPMENT

REF: STATE 57461; OSLO 1289

1. SEVERAL U.S. COMPANIES SERIOUSLY INTERESTED IN PURSUING NATO/NORWEGIAN SHIP CALIBRATION PROCUREMENT, BUT ARE CONCERNED ABOUT TYPE OF CONTRACT EXPECTED BY THE NORWEGIAN DEFENSE CONSTRUCTION SERVICE (NDCS). IF CONTRACT IS TO BE FIXED PRICE IT PROBABLY WOULD PREVENT SOME COMPANIES FROM BIDDING. INFORMATION RECEIVED BY U.S. COMPANY FROM NORWAY (FYI: NDCS FORACS ENGINEER F. WIBORG) SUGGESTS THAT NDCS POSSIBLY IS NOT SURE OF TYPE OF CONTRACT IT WILL ISSUE FOR FORACS.

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PAGE 02 STATE 097809

2. U.S. COMPANIES CONTEND THAT THERE ARE TOO MANY INTANGIBLES AND UNKNOWNNS IN THE NORWAY FORACS TYPE OF INSTALLATION TO WARRANT A FIXED PRICE PROCUREMENT. SOME OF THE MORE NOTICEABLE AREAS OF CONCERN ARE: WEATHER THAT MAY CAUSE DELAYS; TERRAIN OF THE RANGE AREA; LOCAL LAWS AND ORDINANCES; COST OF LIVING IN CONSTRUCTION AREA, ETC. ALTHOUGH SOME OF THESE DOUBTS MAY BE RESOLVED IN THE RFP, THERE ARE STILL ENOUGH PROBLEMS, ACCORDING TO THESE COMPANIES, TO WARRANT INSTALLATION UNDER THE CONCEPT OF

COST PLUS FIXED FEE (CPFF).

3. WE SHOULD APPRECIATE EMBASSY RELAYING TO NDCS THE CONCERN OF U.S. POTENTIAL BIDDERS REGARDING FIXED PRICE TYPE OF CONTRACT FOR FORACS, AND TO EXPLORE POSSIBILITY OF CPFF AS BIDDING PRICE. KISSINGER

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